EXHIBIT A

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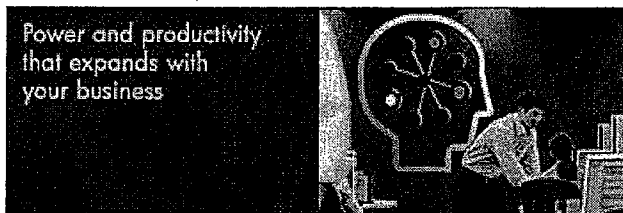◉ Large Enterprise Business   ○ All of HP

Large enterprise business

Why Migrate to HP?

It's an investment in your future

» Large Enterprise Business

» Products
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» Solutions
» Technologies
» Partners
» Support & Drivers
» Business Technology
» Media & Library

» Three myths of IT migration

» The Real Story about Server Market Share Facts

» Interesting Storage market share facts

Power and productivity that expands with your business

With more options at lower costs, an HP server solution will give you the power and productivity that expand with your business.

- **Customized environment**
  Designed around your IT needs with simple, single-pane manageability and the agility to handle real business tasks
  » Learn more about data center transformation

- **Reduced TCO**
  Lower maintenance and operating costs and more efficient manageability so you can invest more resources in innovation
  » Learn more about cutting IT costs

- **Balanced performance**
  Combining batch processing, data analytics, manageability and virtualization to deliver real-world power
  » Learn more about the next generation of IT

Advantages of migrating to HP

Here's how HP eliminates some of the common concerns in the migration process, and how we take the good things and make them better.

- **Customized environment**
  Designed around your IT needs with simple, single-pane manageability and the agility to handle real business tasks

- **System consolidation**
  Big mainframe systems will soon be history. HP servers are efficient and simple — saving you time, space, and money.

- **Vendor consolidation**
  Wouldn't you rather deal with one vendor for your entire IT environment? With HP, you get everything in one package.

- **Modernization**
  HP servers are cutting-edge and designed based on real business demands – as told by you. So you can count on them growing with your business as you move into the future.

- **Reduced up-front costs**
  HP servers reduce your up-front costs with more efficient, streamlined systems. Rather than paralyze you, we think server migration should empower you.

  » Learn more: "Three myths of IT migration" feature article

Get started
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Migrate to HP
  Easily customize your environment and migrate from any platform.
  » I have IBM mainframes
  » I have IBM servers
  » I have Sun servers
  » I have x86-based servers
  » I have non-HP storage

What to expect
  » Learn more about what you should know before beginning the migration process

Migration resources
  Articles
  » The Real Story about IT consolidation—it's a strategic initiative
  » Special report on virtualization: Making the virtual real
  Case studies
  » Harman Pro Group - Improving system management
  » General Mills, Inc.: Reducing costs with Integrity
  Webinars & Videos
  » HP's superior design advantages optimized to increase your ROI
  » Got agility? First step: optimizing the infrastructure

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» HP's broad portfolio

Migrating to HP allows you more product choices at lower costs backed by world-class service and proven reliability.
» Servers
» Storage
» HP BladeSystem
» IT services

Migration services

HP's world-class migration services help streamline the process from pre-planning and assessment to post-migration follow-up.
» Porting & migration assessment
» Data migration service
» Application modernization services
» Virtualization services

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Solutions > IT Consolidation
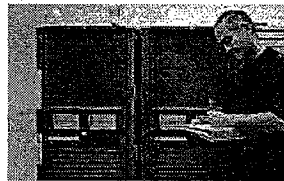
Mainframe Alternative Consolidation

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» Free HP Mainframe Migration and ROI white paper

Overview   » Success story   » Solution components   » Learn more

HP Mainframe Alternative Consolidation solutions help organizations reduce costs, adapt to increased business demands and lower operational risks.

Once a mainstay of large enterprises, the mainframe is now oftentimes viewed as a costly and inflexible solution that can no longer support the needs of organizations that must adapt quickly to the ever-changing marketplace.

HP Mainframe Alternative Consolidation solutions help organizations create flexible IT infrastructures by migrating and consolidating mainframes and the applications that run on them onto highly reliable and manageable standards-based platforms.

These solutions help organizations:
- Reduce total cost of ownership by deploying more scalable and manageable systems
- Address lack of IT professionals trained and skilled in mainframe technologies and support
- Increase business flexibility
- Take advantage of a multitude of applications available on industry-standard platforms

Why HP for this solution

HP has the technical expertise in this area and works to develop cost-effective solutions based on:

- Portfolio of servers that deliver performance, reliability, scalability and security
- HP StorageWorks products that attach to both mainframe and HP platforms
- Experience and expertise managing more than 50,000 heterogeneous systems worldwide, including significant mainframe operations
- Complete business, migration and IT services, as well as educational offerings to help organizations design, manage and evolve their new environments
- Strategic partnerships with leading independent software vendors and systems integrators

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Related links
» Legacy mainframe evolution
» Grid Computing
» Virtualization

Spotlight

Consolidate with Confidence
» Mission Critical Services & IT Consolidation white paper
» Mission Critical Services & IT Consolidation brochure
» Read - Mercy Hospital Miami success story

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Solutions > IT Consolidation

Mainframe Alternative Consolidation

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Mainframe Alternative Consolidation

Servers

» HP ProLiant
» HP BladeSystem Servers
» HP Integrity Servers
» HP NonStop Servers
» HP 9000 Servers
» HP AlphaServer Systems

Networking

» ProCurve Networking
» ProLiant Networking Products
» HP 9000 and HP Integrity Server Connectivity
» NonStop Networking Products
» Print Servers and Network Software

Storage

» Enterprise Storage
» Storage Consolidation

Software

» Management Solutions
» SAP Consolidation
» HP Software

Services

» Application Management Solutions
» Enterprise Integration
» HP ITSM Services
» HP OpenView Application Management
» HP OpenView Identity Management
» HP Mission Critical Services
» Infrastructure Management Solutions
» IT Consolidation Value Workshop
» IT Investment Justification & Architectural Blueprint
» Strategic Outsourcing

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ISV partnerships
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» Microsoft
» Oracle
» SAP
» SAS
» Siebel
» Sybase
» TIBCO

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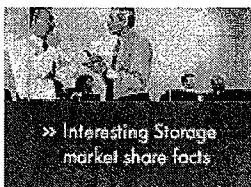
Large enterprise business > Why Migrate to HP?

Migrate from IBM mainframes to HP
It's the power move

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» Media & Library

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HP Integrity and HP ProLiant servers will give you lower-cost open environments with more IT power, agility, and efficiency.

» TCO   » Power & Cooling   » Risk mitigation

Cut costs with HP

The cost of running Linux on a new HP rx7640 (8 cores) is 1/7 the cost of adding 4 Linux processors to an existing mainframe.

» See how one company reduced costs with HP

*Includes initial one time and maintenance costs. SUSE Linux license and virtualization software. HP rx7640: 8 cores, 8 MB RAM, Mainframe z9 BC Model z04 (8 processors), 4- IFLs(Integrated Facility for Linux)

» Click here for the non-Flash IBM mainframe migration story

Migration path

HP's powerful, lower-cost server solutions can help you move into the future and leave your mainframe headaches behind. Every HP solution delivers balanced performance and agility to accomplish real-world tasks. Find your migration path based on your needs below. Which HP server fits you best?

Needs	Recommendations
Reduce TCO of current mainframe environment	» HP servers
Maximize power and cooling in the data center	» Energy efficiency for the enterprise
Achieve mainframe level quality of service at mainstream prices	» HP Integrity Superdome servers » HP Integrity NonStop servers » Business Continuity & Availability
Adopt a more flexible architecture to optimize business outcome	» Adaptive Infrastructure
Increase budget spent on Innovation instead of routine Maintenance by modernizing mainframe applications	» Application Modernization Services
Use, leverage and extend mainframe data	» HP StorageWorks XP Disk Array Mainframe

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» I have Sun servers
» I have x86-based servers
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What to expect
» Learn more about what you should know before beginning the migration process.

Migration resources
White papers
» HP mainframe migration analysis and ROI report
» Future-Proof your business
Case studies
» JT International reduces costs by 30%
» WGV Insurance realizes 133% ROI
Webinars & Videos
» Business Availability you can count on
» Honey, I shrunk the Mainframe

Migration services
» Porting & migration assessment
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» Virtualization services

» HP's broad portfolio
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Migrate from IBM Mainframes to HP

Enable mainframe applications to respond quickly to rapid business changes

Measure end to end transactions time to achieve SLAs

Reduce IT complexity of your mainframe data center

Solutions

» Application Modernization Services

» Business Technology Optimization (BTO) Software

» Outsourcing Services

Mainframe alternatives

» Modernizing mainframes and their applications

HP has helped mainframe users reduce costs and improve business agility. John Pickett identifies some key business problems that mainframe users face, and how HP can help solve them.

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